AGENDA SZKOLENIA

Temat: **„How to make business in Japan – cross –cultural worshop in Krakow"**

Miejsce: Centrum Transferu Technologii Politechnika Krakowska
*„**Sala Spacerniak**", ul. Warszawska 24, 31-155 Kraków*
*Data: **05.10.2017 r.** godz. **9:30 – 15:00***

9:30 - Registration and welcome coffee
10:00 - Introduction host organisation and presentation of EU-Japan Centre's activities
10:15 - Workshop part 1 - Interactive expert presentation:

Introduction of Japanese business culture

- Getting in touch with Japanese business partners:
  Building a relationship
- What makes the Japanese tick:
  Group orientation and hierarchy today
- From greetings to socializing:
  Essential business manners

11:45 - Coffee Break
12:00 - Workshop part 2 - Interactive expert presentation

Indirect Communication

- Why the Japanese communicate in an indirect way:
  Cultural background and values
- Understanding and reading Japanese reactions:
  Body language, yes and no, pauses, frequently used phrases
- Getting feedback from Japanese business partners
- Getting difficult messages across: Criticism, denial and conflict situations
- E-Mal communication

Meetings and negotiations

- Preparation of meetings:
  The importance of *nemawashi* for meetings and decision making
- Japanese meetings strategies and how to deal with them

14:00 - Q&A
14:15 - Conclusions/Networking lunch

enterprise europe network
Wsparcie dla biznesu w zasięgu ręki